



## **There is no better place than Greater Binghamton to grow your business in 2013**

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As you make plans to grow your business in 2013, there is no better place than Upstate New York. Our region is within easy reach of 60% of the North American population including two of the most important metroplexes in the world: Boston-Washington in the U.S. and Toronto-Montreal in Canada.

In Greater Binghamton, located along the southern border of New York about 60 miles north of Scranton, you will find one of the most innovative economies in North America. The Milken Institute's Best Performing Cities ranks us #1 in the U.S. for our clusters of high technology industries. Our patents per capita, workforce quality, and research capacity put us in the same league as Cambridge, Austin, and San Jose.

WIRED, the magazine for geeks, says Binghamton is an "emerging epicenter" for high tech growth. Binghamton features strong clusters in aerospace, software, advanced manufacturing, communications, simulation, food production and distribution. In Binghamton, your company will join a variety of household names including Lockheed Martin, Gannett, IBM, Frito Lay, L-3 Communications, Rockwell Collins, and BAE Systems.

Businesses that choose Binghamton get the advantage of working with Binghamton University ranked in the top 100 national universities and top 40 public universities in the U.S. Binghamton's Watson School of Engineering and Applied Science and the School of Management have built innovative and lasting partnerships with private companies in Binghamton and around the world.

The approval last year by governor Cuomo of Binghamton's 2020 plan means the university will build a \$70 million state-of-the-art energy research and development facility for solar energy and fuel cell technologies, innovative energy storage methods, and improved efficiencies in computer and electronic systems. The plan also includes the addition of 2,000 students, 150 faculty and 175 professional and support staff to develop new and strengthen existing academic programs. It is anticipated that more than 840 jobs over five years will be created through the university's 2020 initiative.

In December, governor Cuomo awarded the Southern Tier region \$91.1 million for a variety of creative economic development projects. The award includes \$7 million for the Southern Tier high-tech incubator to be built in downtown Binghamton. The facility will offer developing companies state-of-the-art laboratories, connections to industry, and access to technology transfer and commercialization expertise at Binghamton University. \$2 million from the Broome County IDA, and strong support from the federal government, Broome County, and the city of Binghamton has been pledged to the project.

There is momentum in downtown Binghamton. Newman Development Group, a national leader in commercial retail and student housing real estate, recently opened Twin River Commons, a \$20

million student housing community at the confluence of the Susquehanna and Chenango Rivers. Twin River Commons features apartments for 373 students with spectacular views of the rivers. Alfred Weissman, a commercial real estate investor, owner, and developer is converting 20 Hawley St., a downtown landmark, into student housing. The nine story building will have student suites on the upper floors and retail and recreation space on the lower floor. It is anticipated that over the next 2-3 years more than 800 students will be living downtown.

We'd love to show you the Charles St. Business Park in Binghamton. Charles St. is a 32-acre state-of-the-art urban industrial park on the city's west side. This former industrial site has been readapted into one of the premier technology business parks in the northeast. The site is anchored by Emerson Network Power's 40,000 s/f Binghamton headquarters. Charles St. is in a Federal HUBZone creating many potential advantages for businesses that locate there.

Another great location, the Airport Corporate Center, offers more than 175,000 s/f of available space for warehouse, manufacturing, and office. The center is located just minutes from Rte. 17/I-86 providing easy access to points in all directions. And the Huron Campus in Endicott features more than 250,000 s/f of high quality office space as well as 100,000 s/f for manufacturing and 60,000 s/f for warehouse.

In Binghamton, the people who work for you will have access to excellent schools, an opera and a symphony, strong minor league baseball and hockey, Division I athletics, and a fast-growing arts scene. We have more family-owned, authentic restaurants per capita in Binghamton than most communities in the United States.

According to U.S. News and World Report, Binghamton is among the most affordable places to retire in the U.S. The Farmers Insurance Group ranks Binghamton the 8th safest place to live among communities its size.

Binghamton's superb transportation system makes it possible to get to the Adirondacks, the Poconos, and amazing fly-fishing along the Delaware River in a matter of hours. Planning a golf getaway for the spring or summer? We have some of the best golf courses in the northeast. And if you like winery tours and tastings we are a short distance from the Finger Lakes, one of the Wine Spectator's emerging wine regions in the world.

Binghamton's location, technology and quality of life make more sense than ever. For more on business in our region, visit the BCIDA's website, which includes a searchable property database, an interactive profile of the area, and links to our incentives and programs.

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